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Message Text

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62
ACTION ARA-20

INFO OCT-01 ISO-00 PM-07 NSC-07 SP-03 SS-20 RSC-01 CIAE-00

INR-11 NSAE-00 MC-02 OMB-01 TRSE-00 IGA-02 AID-20 L-03

DRC-01 /099 W
---------- 126208
R 071713Z AUG 74
FM AMEMBASSY QUITO
TO CSAF
INFO SECSTATE WASHDC 2019
USAFSO
USCINCSO
JCS/J-5
SECDEF/DSAA

C O N F I D E N T I A L QUITO 5186

E.O. 11652: GDS
TAGS: MASS, EC
SUBJECT: LETTER OF OFFER: F-5E/A-37B AIRCRAFT FOR ECUADOR

REF: A) CSAF MSG. 021615Z AUG 74; B) QUITO 5164

1. WOULD LIKE TO EXPRESS MY APPRECIATION FOR THE CAN-DO SPIRIT REFLECTED REFTEL, AND AM PLEASED TO HEAR THAT THE LETTER OF OFFER CAN BE PREPARED EARLIER THAN WAS ORIGINALLY REPORTED.

2. I WOULD ALSO LIKE TO EXPLAIN WHY THE NEWS OF A MONTH'S LEAD TIME CAME AS SUCH AN UNPLEASANT SURPRISE. ALTHOUGH THE EXCELLENT REPORT OF THE USAF SURVEY TEAM CONTAINED THE CAVEAT THAT P AND A DATA CONTAINED THERE WERE ONLY A "BEST ESTIMATE" AND "SUBJECT TO CHANGE", I HAD ASSUMED THAT MUCH OF THE GROUNDWORK TO PREPARING A L/O HAD ALREADYBEEN ACCOMPLISH-ED. I WAS CONFIRMED IN THIS MISIMPRESSION BY THE NOTATION THAT AVAILABILITY DATA CONTAINED THEREIN FOR THE F-5E WAS BASED ON A SEPTEMBER 1, 1974 ACCEPTANCE, THAT FOR THE F-5F ON A JUNE 1, 1975 ACCEPTANCE AND THAT FOR
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THE A-37B ON AN ADMITTEDLY PAST JUNE 1, 1974 ACCEPTANCE. I STAND CORRECTED.

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3. UNFORTUNATELY, THE ECUADOREANS ARE ALSO READING (AND MISREADING) THE SURVEY TEAM'S REPORT AND THIS COMES THROUGH CLEARLY IN THE MOD'S FORMAL REQUEST FOR AN L/O, WHICH WAS DRAFTED FOR HIM BY AIR FORCE CHIEF BGEN IZURIETA (REF B). HE POINTS OUT THAT THE GOE ORIGINALLY REQUESTED THE PURCHASE OF 12 F-5'S AND 12 A-37'S IN MID-JANUARY, AND THAT OUR RESPONSE WAS TO SEND A SURVEY TEAM. WE ALL KNOW THIS WAS DONE FOR EMINENTLY SENSIBLE REASONS, AND I REMAIN PLEASED WITH THE SPEED AND SKILL WITH WHICH THEIR REPORT WAS TURNED OUT. BUT IZURIETA'S ARGUMENT -- AND WE CAN'T BLAME HIM IF HE DOEN'T ACCEPT (OR EVEN UNDERSTAND) OUR OWN BUREAUCRATIC FORMS -- IS CLEARLY THE FOLLOWING: A) MY GOVERNMENT MADE A SERIOUS REQUEST TO PURCHASE A SPECIFIC NUMBER OF PLANES SOME SEVEN MONTHS AGO; B) IN RESPONSE TO OUR REQUEST YOU SENT A STUDY TEAM, WHICH WE ACCEPTED, AND WHOSE REPORT CONFIRMED THE VALIDITY OF OUR REQUEST; C) TO EXPEDITE MATTERS, I TRIED TO SEE MY COUNTERPART, CSAF, WHILE IN WASHINGTON LAST MAY BUT HE BROKE OUR APPOINTMENT; D) WE ARE STILL WAITING FOR AN L/O, WHICH WE MUST HAVE TO ARRANGE FINANCING.

4. IZURIETA IS, IN ADDITION TO AIR FORCE COMMANDANT, CHIEF OF THE JOINT STAFF AND MOST SENIOR ACTIVE OFFICER CURRENTLY SERVING IN A MILITARY BILLET. HE IS ALSO A COMPLEX, UNAPPROACHABLE TYPE AND WE HAVE NEVER HAD AN EASY TIME WITH HIM. I REALIZE THAT HIS ARGUMENT, AS OUTLINED ABOVE, IS SOMEWHAT SELF-SERVING BUT THIS HAS NOW BECOME THE GOE'S LINE ON OUR RESPONSE TO THEIR PLANE REQUEST.

5. ONCE AGAIN, I DEEPLY APPRECIATE YOUR ASSISTANCE AND, IN ACCORDANCE WITH YOUR MESSAGE (REF A), I WILL INFORM THE GOE IN WRTING THAT A L/O WILL BE AVAILABLE HERE IN QUITO BEFORE THE END OF THE MONTH.
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